

**U.S. Department of Commerce, SABIT Program
Transportation Infrastructure: Seaport Development
May 15 – June 12, 2004**

Participant List and Biographies

Alexander Abuseridze
Seaport of Poti
Head, Marketing Department
Poti, Georgia
English: Good/Excellent

Mr. Abuseridze has responsibility for a number of duties, including market analysis, strategic planning, helping set rate and tariff policy, and operational analysis. Currently, his projects include maximizing the benefit to the Port of Poti from the multinational “Silk Road” redevelopment project, developing the long term leasing potential of its terminals, and gaining an understanding about port privatization in the United States.

Nazmurat Atayev
Turkmenbashi International Seaport
Director
Turkmenbashi, Turkmenistan
English: Fair

Mr. Atayev has twenty years experience working in the ports sector, and has been the Director of the Turkmenbashi port for a little over a year. The Turkmenbashi International Seaport is owned by Turkmen Maritime and River Lines (TMRL), which has the status of a ministry. In addition to bearing responsibility for port operations, he is also involved in the construction of three smaller ports on the Caspian Sea in Turkmenistan.

Gennadiy Davidov
Astrakhan Maritime Port Authority
Acting Head
Astrakhan, Russia
English: None

The Astrakhan Maritime Port Authority works with over 100 regional companies and transport associations to ensure favorable conditions for business development at the Port of Astrakhan. In the period 1993-2003, the amount of cargo handled yearly at the port (by weight) increased by ten times. Mr. Davidov is responsible for continuing this growth while ensuring compliance with the maritime law of the Russian Federation. He is heavily involved in the development of the “North-South” corridor, shipping lines running through Russia, Kazakhstan, Turkmenistan, Azerbaijan, and Iran.

Sergey Ioz
Commercial Seaport of Illichevsk
Deputy Manager, Department of Technology
Illichevsk, Ukraine
English: None

The Port of Illichevsk is one of the largest in Ukraine, located twelve kilometers from Odessa. It has 31 berths, stretched out over six kilometers. The port has the capacity to handle virtually all types of cargo, 860,000 square meters of open and sheltered storage, and intermodal facilities. Mr. Ioz handles the development and implementation of new technologies and techniques in the areas of cargo handling and terminal operations.

Oleg Koshelev
Novorossiysk Commercial Seaport
Marketing and Commerce Director
Novorossiysk, Russia
English: None

As the Commercial and Marketing Director, Mr. Koshelev organizes freight forwarding and warehousing, analyzes port services and foreign trade flows, oversees contracts and tenders, and ensures the port’s compliance with applicable maritime laws. He is most interested in examining the different forms of port ownership and operation in the United States, and would also like to learn more about stevedoring companies and their relationships with U.S. ports.

Vitaliy Kotvytskiy
Transinvestservice, LTD
1st Deputy Director and Main Engineer
Odessa, Ukraine
English: None

Transinvestservice operates and provides stevedoring services in two terminals in the Odessa Seaport. One handles mineral fertilizers and bulk cargoes, and the other is for grain handling. In addition, there are storage facilities, rail connections, and separate power and water supplies. The company has plans to build a new berth for expansion of their current activities, which Mr. Kotvytskiy is heavily involved in, in shipment of mineral fertilizers and other products. Here in the United States, he would like to learn about terminal operations, port equipment, personnel issues, and financial analysis, as these are all areas that create problems for him in his current duties.

Vladimir Kovalevych
Kerch Commercial Seaport
Economics and Finance Director
Kerch, Ukraine
English: Fair

Mr. Kovalevych has almost 20 years of experience in the Kerch Seaport, starting as a seaman and serving in a variety of different positions. His primary objective in coming to the United States is to examine ways that Kerch can maximize its potential in cargo handling. It is already one of the fastest growing ports in Ukraine, situated in between the Black Sea and Sea of Azov, and handles a wide variety of cargo, including containers, automobiles, grains, metals, and bulk cargo.

Nikolay Kuritskiy
Marine Administration of Vostochny Seaport
Harbor Master of Vostochny Seaport
Vostochniy Port, Russia
English: Fair/Good

Mr. Kuritskiy has been to the United States once in 2002, visiting the Coast Guard on a maritime safety program, and has over 25 years experience working at the Vostochniy Port. The port handles containers, coal, chemicals, and fertilizers. The main issues that he would like to resolve using the experience he will gain in the United States are privatization, trade zones, and overall maritime administration, as these are problematic areas that need to be clarified in his work.

Vladimir Lobanov
Aktau International Commercial Seaport
Engineer, Commercial Department
Aktau, Kazakhstan
English: Fair

The Aktau International Commercial Seaport is one of the major ports on the Caspian Sea, transporting energy products, automobiles, metals, and various types of loose cargo. Mr. Lobanov is responsible for contracts, setting tariff policy, client relations, and cargo operations. He also participated in the implementation of ISO-9000 standards at the port. He is interested in learning more about U.S. maritime law, and ecological and environmental standards in U.S. ports.

Mikhail Manokhin
Kaliningrad Commercial Seaport
Head, Economics Department
Kaliningrad, Russia
English: None

Mr. Manokhin has been the Head of the Economics Department for four years, and previously served as an engineer in the operations department for three years. The General Director of the port credits him with developing a number of successful projects to automate the port systems, lease port facilities, and install an electronic system of information management. In the previous two years, the Port of Kaliningrad has doubled the amount of cargo it handled from 2 million tons to 4 million tons. He would like to examine intermodal systems, maritime laws, electronic document processing, and the activities of stevedoring companies in the United States.

Dmitriy Natsvin
Commercial Seaport of Vladivostok
Deputy Commercial Director
Vladivostok, Russia
English: Fair/Good

The Commercial Seaport of Vladivostok is the fifth-largest port in Russia, and the largest in the far eastern region of the country. It is jointly owned by private companies and individuals and the Russian government. Mr. Natsvin is most interested in IT solutions for the maritime operations industry, stevedoring companies, and cargo handling. He would also be interested in establishing contacts at any ports that would like to be part of an American-Russian shipping line.

Tamara Novikova
Central Marine Research & Design Institute
Head, Department of Port Activities
St. Petersburg, Russia
English: None

The Central Marine Research & Design Institute is the maritime division's scientific arm within the Russian Ministry of Transportation. There are four divisions: three dealing with research, and one with actual projects. The institute participates in a number of international initiatives, including a northern seaways project with Norway and Japan, and has been certified in accordance with ISO 9001:94 requirements. Ms. Novikova's work involves regulatory requirements for maritime transport, both domestically and internationally, and also includes the organization of management and technology in Russian ports. She feels that her internship will allow her to examine more modern management structures and newer technologies.

Anatoliy Odintsov
Kaliningrad Commercial Seaport
Head, Engineering and Technical Department
Kaliningrad, Russia
English: None

Mr. Odintsov has been the Head of the Engineering and Technical Department since 1998, and has worked at the Kaliningrad Seaport for twenty years. During this period, he has overseen a myriad of new construction projects, including a bulk cargo terminal, mineral fertilizer terminal, a ro-ro cargo handling facility, and a refrigerated storage unit. His responsibilities include supervising all construction and maintenance work at the port, project management and preparation, and annual construction planning. Similarly, his primary interest for the program is to gain a better understanding of how U.S. ports plan and manage their construction projects.

Sergei Pustoviy
Mykolaiv Commercial Seaport
Deputy Head of Forwarding and Warehousing
Mikolayev, Ukraine
English: Fair

The Mykolaiv Commercial Seaport handles a variety of cargoes, such as metals, coal, clay, grain, food cargo like citrus fruits, canned food, and frozen products, and timber. Mr. Pustoviy is in charge of the cargo handling and warehousing of all the incoming and outgoing products, and also is experimenting with contracting private commercial companies to handle cargo. His professional interest lies in seeing how this particular part of the U.S. port system works, especially with regard to computerized systems of cargo data entry, inventory, and other forms of documentation. Moreover, he would also like to study intermodal connections, and U.S. laws pertaining to cargo handling and port management.

Sergey Shostak
Odessa Commercial Seaport
Deputy General Manager
Odessa, Ukraine
English: Fair/Good

Mr. Shostak is the second-highest executive in the structure of the Odessa Commercial Seaport. He has held this position for the last year, and has worked in various capacities at the port for over a decade. His professional goals include expanding cargo and passenger volumes through optimizing cargo handling and registration technologies. He is also interested in establishing contacts with U.S. companies that would consider developing new shipping lines to the region, and other forms of strategic partnership.

Stanislav Sinyavskiy
Sevastopol Sea Fishery Port
Deputy General and Director of Operations
Sevastopol, Ukraine
English: Fair

While the Sevastopol Sea Fishery Port used to be a fishing port in the Soviet-era, it was reorganized in the early 1990's into a multi-purpose port that handles numerous types of cargo. It now handles oil and steel shipments in addition to fish-related cargo. The port is one-half of the whole Sevastopol port complex, along with the Sevastopol Commercial Seaport. Mr. Sinyavskiy is interested in port construction and development, with a long-term goal of completing construction on a 1 km deepwater berth with all the requisite facilities.

Oleg Sologub
Transinvestservice, LTD
Terminal Manager
Odessa, Ukraine
English: None

Mr. Sologub is a colleague of Vitaliy Kotvytskiy at Transinvestservice, LTD. He manages the outward shipments of grain and minerals that comprises the vast majority of the shipping the company handles at their terminal. He wishes to examine cargo handling and intermodalism, human resources, the relationship between ports and various branches of government, and deep-water ports. As his company is private, he believes changes will be comparatively easier to make than with other state-run organizations.

Andrey Tokarev
Vladivostok Commercial Seaport
Deputy Chief Information Officer
Vladivostok, Russia
English: Excellent

In addition to his duties as the Deputy Chief Information Officer, Mr. Tokarev is also the Chairman of the Board of Directors for the Port of Vladivostok, responsible for determining the long-term objectives and strategies for the development of the port. While some of his interests lie in IT applications in the maritime industry, he also is interested in western business models and expanding his international contacts for future expansion of his port's activities. In particular, he would like to re-establish a regular, direct container line between the west coast of the United States and Vladivostok.

Gennadiy Vlasov
State Administration of Kholmisk Marine Fishing
Port
State Administration Head
Kholmisk, Russia
English: None

Mr. Vlasov's responsibility as the Head of the State Administration is to ensure that the leasing of his facilities in Kholmisk is providing the most effective and financially profitable results possible to the federal government. His administration also certifies all of the port activities, including training, stevedoring, towing, pilotage, and training. Much of his activity is connected to the development of the Sakhalin Western Marine Port, still in planning stages, but that will provide further shipping opportunities as the various Sakhalin energy projects continues to grow.

Bolat Zhansugurov
Aktau International Commercial Seaport
Director, Commercial and Cargo Activity
Aktau, Kazakhstan
English: None

Mr. Zhansugurov possesses a varied experience at the Aktau International Commercial Seaport. At different times over the last seven years, he has been a manager in the commercial, marketing and cargo departments; and since 2000, he has also taught courses at the Tynyshpaev Academy of Transport and Communications. In connection with his future activities at his port, he wants to investigate electronic data exchange systems, mooring facilities, tariff policy, and port construction activities.